

## ROBYG Group – financial results for H1 2022

### *Prices of apartments on the market will be stable*

**In first half of 2022 the ROBYG Group recorded sales revenues of PLN 368,3 million. The net profit attributable to the shareholders of the parent company was PLN 119 million and EBIT PLN 143,5 million. In H1 2022 ROBYG Group signed 1273 developer and preliminary agreements and 1083 net reservation agreements in Warsaw, Trójmiasto, Poznan and Wrocław. The group recognized in revenues 785 premises.**

In the first half of 2022 ROBYG has introduced new stages of residential estates in Warsaw: Royal Residence in Wilanow, Sady Ursynów, Jutrzenki, Praga Piano, Modern City, Rytm Mokotwa and Mój Ursus. Also in new stages in Gdańsk in: Wiśniowa Aleja, Wendy, Vista, Szumilas, Porto, Zielony Widok, Moment and Lagom as well as 5 new stages of ROBYG Jagodno, Osiedle nad Widawą and Dożynkowa residence in Wrocław.

*„Our position is strong in terms of sales and finances, construction works are on schedule, although high inflation and the war in Ukraine translate into higher costs. We have 97 percent of the apartments with the completion date for this year sold, and next year is also largely secured. When it comes to the results of this and next year, we are optimistic about the operation and financial flows. We also do not expect any drops in home prices. A small part of developers may temporarily reduce prices to maintain the pace of sales - but these will not be any significant reductions, a maximum of 3-5%. Already at the end of this year, the situation should stabilize in this respect, and next year I do not expect prices to fall. Investments are now based on land that has already been purchased at higher prices, inflation drives material and labor costs, so I cannot imagine that new projects would be launched at significantly lower prices. There is no oversupply of demand, as in 2008. Large developers are unlikely to panic and wait this time, because today it makes no sense to sell under pressure, as demand will return next year. In addition, we have an influx of refugees from Ukraine, according to various estimates, from 0.75-1 million people will stay in Poland - among them there are many potential apartment buyers, which means the need for an additional 250-300 thousand premises, i.e. an even greater structural deficit” – said **Eyal Keltsh, vice president of the Management Board of ROBYG Group.***



ROBYG joined the United Nations Global Compact initiative. UN Global Compact is the world's largest initiative bringing together leaders of sustainable business. The developer thus confirmed its commitment to activities for the benefit of society, the environment and responsible business, and committed to further improvement. ROBYG invests in biodiversity and promotes the emergence of flower meadows and protection of fauna and flora in all the cities in which it operates.

ROBYG pays special attention to ESG, which consists of ecology, social commitment and corporate governance. Robyg announced at the end of 2021 its ESG strategy and published its first impact report, in 2022 Robyg is planning to publish its first ESG report.

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#### **Additional information:**

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# ROBYG

**ROBYG Group has once again raised the standard of flats in its investments and is introducing innovative, ecological facade paints that absorb pollution.** The exceptional quality of ROBYG includes above-standard height of apartments, balconies, loggias or terraces in each apartment, wooden windows, soundproofing, videophones, fiber optic installations, as well as a lobby with a porter and LED lighting of common areas powered by photovoltaic panels. In addition, ROBYG designs large green areas, rain gardens, playgrounds, gyms, bicycle stations, HD video monitoring and electric car chargers in each housing estate. There are special walking areas, as well as birdhouses and insect houses. Each flat is equipped as standard with the **Smart House by Keemple** system, enabling savings of energy up to 50%.

This year, ROBYG has introduced electric **car chargers in its housing estates** – the connection infrastructure will be available in garages in most buildings. In addition, selected investments will have external charging points – generally accessible to residents.

**The mission** ESG in ROBYG means care, responsibility and support includes the creation of communities of residents, environmental protection, the use of ecological solutions, energy saving, functionality, safety, sustainable construction, training and anti-corruption programs, corporate governance and an extensive CSR program - support for those in need. The assumptions that guide the concept of corporate social responsibility are permanently included in the strategy of the ROBYG Group. Housing is a unique area of economic activity – and its impact on society is enormous. Newly constructed buildings change the face of entire districts, which is why ROBYG believes that the implementation of the investment involves more than just erecting a building. The new housing estate is part of a larger organism, which is the city – therefore the design must fit perfectly into the surrounding space. A competent developer – such as the ROBYG Group – begins planning a new investment by analysing its impact on the immediate surroundings, the district and the city itself.

ROBYG has made a decision to switch to 100% renewable energy in the construction processes within the next two years, i.e. by the end of 2024. It intends to achieve this by taking into account the suppliers with the greatest possible share of energy from renewable sources in the energy purchasing process – and from 2024, only green energy. Such a step will significantly reduce the carbon footprint and contribute to the reduction of CO2 emissions. The company has also made official commitments to report CO2 emissions and increase the share of renewable energy in its operations.

The ROBYG Group has been involved in local initiatives for years, supporting art, culture, education and sport. The company also undertook numerous activities related to helping in the face of the Covid-19 pandemic – it actively supported the needy, seniors and insurgents, as well as medical institutions. In addition, the Group's CSR program includes the implementation and free transfer of public infrastructure projects to districts and cities.

In March 2022 TAG Immobilien AG – a leading investor on the real estate market and leading professional residential rental company in Germany – has finalized the purchase of 100% of ROBYG shares. Thus, ROBYG will start shortly to launch its offer for the PRS segment – apartments for rent – while continuing the successfully conducted offer for the sale of premises in four cities in Poland: Warsaw, Tricity, Wrocław and Poznań.

**ROBYG has 29,500 units sold and over 80,000 satisfied customers.**

## Most important ROBYG Group's historical data:

	2017	2018	2019	2020	2021
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# ROBYG

<b>Developers' and preliminary agreements</b>		<b>2500</b>	<b>2200</b>	<b>2738</b>	<b>4308</b>
<b>Net contractation</b>	<b>3471</b>	<b>2520</b>	<b>2569</b>	<b>2156</b>	<b>4276</b>
<b>Units recognized in revenues</b>	<b>2100</b>	<b>2500</b>	<b>2845</b>	<b>2715</b>	<b>2940</b>
<b>Gross profit</b>	<b>PLN 738 mln</b>	over <b>PLN 1 bn</b>	over <b>PLN 1.12 bn</b>	over <b>PLN 1.11 bn</b>	<b>1,3 bn</b>

More info: <https://robyg.pl/en/>

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